

# ACTIVE LISTENING COACHING STEMS

Adapted from The Art of Coaching by Elena Aguilar

SO...

IN OTHER WORDS...

WHAT I'M HEARING,  
THEN... IS THAT  
CORRECT?

WHAT I HEAR YOU  
SAYING IS... AM I  
MISSING ANYTHING?

AS I LISTEN TO YOU,  
I'M HEARING...

IS THERE ANYTHING  
ELSE YOU FEEL I  
SHOULD KNOW?

Paraphrasing

LET ME SEE IF I  
UNDERSTAND...

I'M INTERESTED IN  
HEARING MORE  
ABOUT...

IT WOULD HELP ME  
UNDERSTAND IF YOU'D  
GIVE ME AN EXAMPLE  
OF...

SO ARE YOU SAYING OR  
SUGGESTING

I WONDER...

I'M INTRIGUED BY...

Clarifying

WHAT'S ANOTHER WAY  
YOU MIGHT...

WHAT WOULD IT LOOK  
LIKE IF...

WHAT DO YOU THINK  
WOULD HAPPEN IF...

WHAT'S ANOTHER WAY  
YOU MIGHT?

WHAT CRITERIA DO  
YOU USE TO...

HOW DID YOU DECIDE  
TO ...

Probing